To:	Brendon Norton; Stephen Best; Michael Balcorta
Cc:	Libby Landers; Sara Peet
Bcc:	Daniel Cohen
Subject:	RE: 5 Year Flock Contract
Date:	Tuesday, November 21, 2023 2:08:20 PM

Brendon –

The idea of extending our contract brings up an interesting discussion. We have two separate agreements with Flock. One for 31 LPR cameras, and one for 104 LPR cameras. My understanding was the effective term of our contract didn't begin until after all the cameras had been installed. This took substantial timeCan you confirm the terms and help us determine the effective dates of our contract?

Thank you,

Dan

Dan Cohen, Division Commander
Santa Maria Police Department
(805) 928-3781 X-1234

From: Brendon Norton <brendon.norton@flocksafety.com>
Sent: Tuesday, November 21, 2023 1:21 PM
To: Stephen Best <sbest@cityofsantamaria.org>; Daniel Cohen <dcohen@cityofsantamaria.org>; Michael Balcorta <mbalcorta@cityofsantamaria.org>
Cc: Libby Landers <libby.landers@flocksafety.com>
Subject: 5 Year Flock Contract

*** EXTERNAL EMAIL: Please use caution when opening links or attachments.***

Hi Team,

I realized in the transition of CSMs, you may not have heard about the opportunity to lock in rates through a 5 year contract with Flock.

It would be for a 5 year period of time and we'd allow you to lock in any Falcon cameras that are currently at or below $2500 at that price for the duration of the contract.

It would also allow you to coterm everything onto 1 renewal date rather than having multiple.

We are only offering that to our more legacy customers (like you all)

If you are interested, I can send over a quote

Thanks,
Brendon

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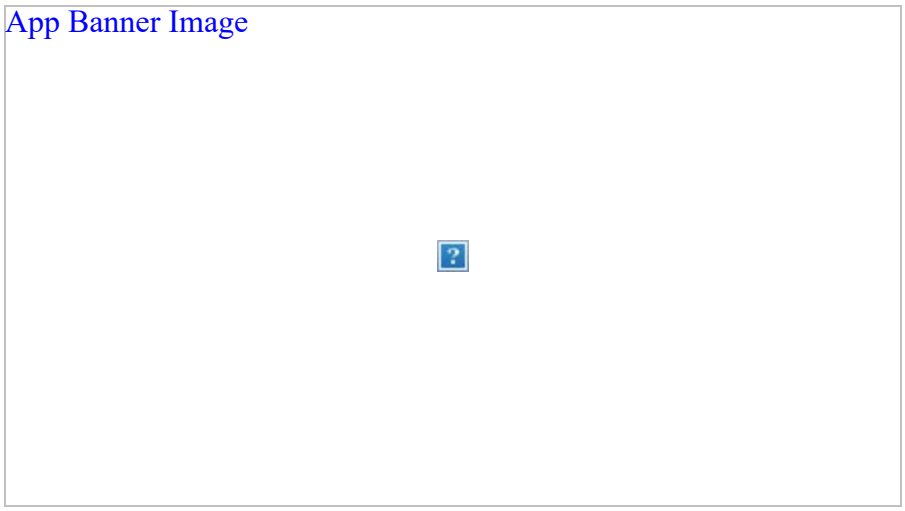
Brendon Norton
VP, Customer

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